

Hospital	City / Town	County	Teaching Status [1]	Fiscal Year End	Number of Months Data	
North Shore Medical Center	Salem	Essex	Nonteaching	09 / 30	6	
Financial Performance Indicators	As of March 1, 2004, Union Hospital merged with Salem Hospital. From FY04 Q2 forward, data reported by North Shore Medical Center includes both Salem and Union Hospitals' combined financial position.			FY04 Q2	MA Industry Median FY04 Q2	NorthEast US Median FY02 [2]
Profitability						
Operating Margin				-1.19%	-0.12%	not available
Non-Operating Margin				0.19%	0.86%	not available
Total Margin				-1.00%	0.98%	0.8%
Operating Surplus (Loss)				*(\$2,068,000)	---	---
Total Surplus (Loss)				(\$1,731,000)	---	---
Liquidity						
Current Ratio				1.81	1.61	1.54
Days in Accounts Receivable				51.67	48.45	56.0
Average Payment Period	47.93	51.23	68.3			
Solvency/Capital Structure						
Debt Service Coverage (Total) [3]	---	---	2.26			
Cashflow to Total Debt [4]	---	---	12.8%			
Equity Financing	42.08%	43.97%	44.7%			
Other						
Total Net Assets	\$97,631,000	---	---			
Assets Whose Use is Limited	\$13,464,000	---	---			
Net Patient Service Revenue [5]	**\$161,786,000	---	---			

FY04 Q2 Filing based on hospital's internal financial statements.

Data Sources: FY04 data drawn from DHCFP quarterly filing. CAVEATS: DHCFP filings may not reflect all of the financial resources available to the hospital -- for example, resources available through associations with foundations or parents/affiliates. Financial information must be interpreted within the context of other factors, including, but not limited to, management plans, reimbursement changes, market behavior, and other factors affecting performance.

Comments: Hospitals may also submit comments which further explain or clarify specific data items. Any such disclosures are shown below.

*Includes \$3,867,000 of System Development Funding which is classified under "Non-operating gains (expenses)" on the hospital's stand-alone internal financial statements. The Division's reclassification of System Development Funding from non-operating expenses to operating expenses results in a change in Gain/(Loss) from Operations from that reported on the hospital's interim financial statements.

Reconciliation of Gain(Loss) from Operations	
As submitted to DHCFP	(2,068,000)
Per Financial Statements	1,799,000
Variance due to reclassification of System Development Funding	3,867,000

**Gross Assessment to UCC Pool and Liability from Pool for Free Care reported net under NPSR on Hospital Audited Financial Statements

Notes:

[1] According to the Medicare Payment Advisory Commission (MEDPAC), a major teaching hospital is one with at least 25 FTE residents per 100 inpatient beds.

[2] NE US Median data from The "2004 Almanac of Hospital Financial & Operating Indicators." The Center for Healthcare Industry Performance Studies (CHIPS)/St. Anthony/Medicode INGENIX.

[3] Blank values indicate a facility with no current long term debt in the period covered. Ratio not applicable in quarterly analysis due to shortened time frame.

[4] Blank values indicate a facility with no long term debt net of current portion in the period covered. Ratio not applicable in quarterly analysis due to shortened time frame.

[5] Net Patient Service Revenue includes Premium Revenue.